NAVAIR Lakehurst

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Outline

- History
- The Beginning
- 1st Try
- 2nd Try
- Litigation
- Try, Try Again!
- Success
- Summary

Prior to 2001

- Many Contracts

- Sole Source

- Unknown Requirements

- Expensive

- Duplicate Orders

Where to Begin?

NAV AIR

- What to Buy?

- How Much to Buy?

- Funding?

- Procurement Strategy?

- Competition?

Our First Try

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- Buy Everything

- Sole Source

- Savings by Consolidation

- Product Loyalty

- Did You See the Price?

2nd Try

- Buy Only What We Think We Need

- Compete

- Use Lots to Allow Multiple Vendor Awards

- Conduct Demos for Tech Eval

Litigation

- License, License, Who Has a License?

- A Question of Performance?

- Self Inflicted Wounds

If at First…

NAV✓AIR

- Performance Based Requirements

- Absolutely Sure Capabilities Exist

- Select Solely on Price

- Terminate, If Necessary, for Failure to Perform

Success!

- Protest DENIED!

- Cost Savings

- Multiple Vendors

- Usage Data

- Spread the Word

Summary

- Identify Requirements with Users

- Competition Lowers Costs

- Know the Vendor's Products Well

- Get User Buy-in for Multiple Web Sites

- Know Your Funding Source(s)

- Advertise Your Successes